

DataCorps Technology Solutions Streamlines Their Cash Flow and Keeps Their Business Profitable

CLIENT BACKGROUND



 datacorps.com

DataCorps Technology Solutions, a Florida-based IT services provider who works to offer IT solutions to businesses. They specialize in managed services, network solutions, and IT support.

THE CHALLENGE

DataCorps Technology Solutions began supporting Tampa area small businesses in 2003, addressing their IT problems and long-term organizational needs. Over the next decade, the team increased sales and customer satisfaction exponentially, reaping the rewards of hard work and paying careful attention to details.

Company President Angel Rojas was pleased with that success. He realized that the faster his team was growing the customer side of the business, the harder it was becoming to manage all the backend processes.

Rojas understood his company's billing and accounts receivable methodologies was holding them back. He also realized these inefficient processes were having a negative effect on his company's cash flow.

The biggest challenge for DataCorps was its lack of a centralized and automating billing platform. Accounts receivable employed one system, payments were handled separately, and none of it was connected to ConnectWise, their PSA (professional services automation) software.

One of their other big frustrations was being forced to adjust monthly agreements manually. That involved logging into the company's Authorize.net account and changing clients' agreements one at a time.

DataCorps needed to eliminate unnecessary tasks and create a much more efficient payments process. The end goal was to improve profitability and cash flow, ensuring employees get paid on time and the organization can leverage its own capital to expand services and onboard new clients. As Rojas points out, "it's a pain when you know you have money, but you don't have it in your hands."

THE SOLUTION

After researching the options, he engaged ConnectBooster. The team at ConnectBooster streamlined and simplified their collections processes. Through one-of-a-kind integrations with ConnectWise and their accounting package, Rojas significantly improved his firm's cash flow. Angel and his team were also able to automate their backend collections procedures and convert clients to ACH for their recurring billing. Their outstanding AR (accounts receivable) diminished rapidly since it became easier for their clients to pay – with more options to choose from and a quicker turnaround time.

Payments for all invoices are collected automatically thanks to ConnectBooster and the stress is gone now that cash flow is healthier. Life is better for the DataCorps team, as well. In fact, his team no longer tied down with banking concerns or wasting time on manual collections processes.

No more 30-60 day waiting periods to receive money that is owed to them. DataCorps now gets paid on time, every time.

“If you can't afford \$150 to have somebody take billing off your hands, you can't afford to be in business. There is no alternative. I will not run my business without ConnectBooster.”

Angel Rojas, President of
DataCorps Technology
Solutions



SOUND FAMILIAR?

Visit our pricing page to learn more about automating your billing, accounting, payments processing, and streamlining your cash flow.



connectbooster.com/pricing-quote

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